

**BEFORE
THE PUBLIC SERVICE COMMISSION
OF SOUTH CAROLINA**

DOCKET NO. _____

Application of)	
)	
Thompson & Webster, LLC d/b/a Two)	
Men and a Truck of Augusta)	AFFIDAVIT OF MARGARET DURST
)	
for a Class E (Household Goods))	
Certificate of Public Convenience and)	
Necessity for Operation of a Motor)	
Vehicle)	

The Affiant, being duly sworn, states the following:

1. My name is Margaret Durst, and my business address is 7025 Evans Town Center Boulevard, Evans, GA 30809.
2. I am providing this Affidavit in support of the application of Thompson & Webster, LLC d/b/a Two Men and a Truck of Augusta ("Two Men of Augusta") for a Class E Household Goods Certificate of Public Convenience and Necessity to transport household goods statewide within the State of South Carolina.
3. I am a realtor and Vice President with Meybohm Real Estate in Augusta, GA. I have been with Meybohm Real Estate since 1998. I am licensed in South Carolina and Georgia. I received a BS in Business from Brenau University. I am a Certified Residential Specialist (CRS), Accredited Buyer's Representative (ABR), Certified New Homes Sales Professional (CSP), and a member of the National Association of Home Builders (NAHB).
4. In my role as a realtor, I am knowledgeable and aware of the amount of residential buying and selling/development/commercial development taking place in the Central Savannah River Area (CSRA), which includes the Augusta area in Georgia and the North Augusta and Aiken areas in South Carolina. Meybohm Real Estate has consistently had the highest market share in our area, with 22% of the market share in 2019.
5. The current real estate market has become a seller's market and homes are selling very quickly. We have seen a great influx of people into the area due to the Georgia Cyber Center, the Medical College of Georgia, the Dental College of Georgia, and Fort Gordon. As described below, the area is also seeking an increase in construction.

6. As a Realtor with Meybohm Real Estate, I am are constantly encountering people that are moving.

I am seeing people move for a variety of reasons. Many move due to a job relocation, military relocation, Cyber Command relocation, downsizing, upsizing, retiring, or a change in familial status. Many also move due to our low cost of living, new developments, and affordable home prices. Aiken was rated as a top retirement destination in *Where to Retire Magazine* in its 2016 and 2014 issues. It was rated as the "Best Small Town in the South" by *Southern Living* in 2018.

(https://www.aikenstandard.com/news/discover-aiken-aiken-ranked-top-retirement-desination/article_1abcb7a2-968a-11e8-88a6-6f1682bb4b8a.html)

Additionally, people are moving to Edgefield County due to the new construction taking place there. In 2019, Edgefield County had \$49 million in new construction, almost doubling what had taken place there in 2018. (<https://www.wjbf.com/csra-news/meeting-tonight-for-land-management-issues-in-edgefield-county/>)

7. I do encounter household goods movers who do *intrastate* moves in South Carolina.
8. Some of the recent intrastate moves that I have encountered include North Augusta to Myrtle Beach, North Augusta to Greenville, Greenville to Charleston, Aiken to Hilton Head, and Aiken County to Edgefield County.
9. Many of my clients have had to schedule moves around the availability of the movers, especially in the Spring and Summer months when it appears that we have a shortage of available moving companies.
10. It is my opinion there is a present need for additional intrastate moving services across South Carolina. The factors I cite above contribute to this need for moving services, as does the general tendency for the average household to move approximately every five years. Additionally, according to the U.S. Census Bureau reports that South Carolina added 64,558 new residents from July 2018 to July 2019- making our state the 6th-fastest growing state in the U.S. https://www.postandcourier.com/business/real_estate/people-moving-from-other-states-made-sc-th-fastest-growing/article_c9af2b82-2b2b-11ea-8097-23a834338579.html
11. In my opinion, the market can support another household goods carrier with statewide authority.
12. I myself and many of my clients have used Two Men of Augusta for moves over the last 19 years and have been very satisfied.
13. I very often refer moves to Two Men of Augusta, and my clients are very pleased.

14. I will continue to refer moves to Two Men of Augusta in the event Two Men of Augusta receives the authority requested in this Docket.

AND THAT IS ALL THE AFFIANT HAS TO SAY.

Margaret Durst
Margaret Durst

SWORN TO AND SUBSCRIBED BEFORE ME

This 20th day of February 2020.

Pauline E Chambers

Notary Public for Columbia County, Georgia

My commission expires: 11-3-20

